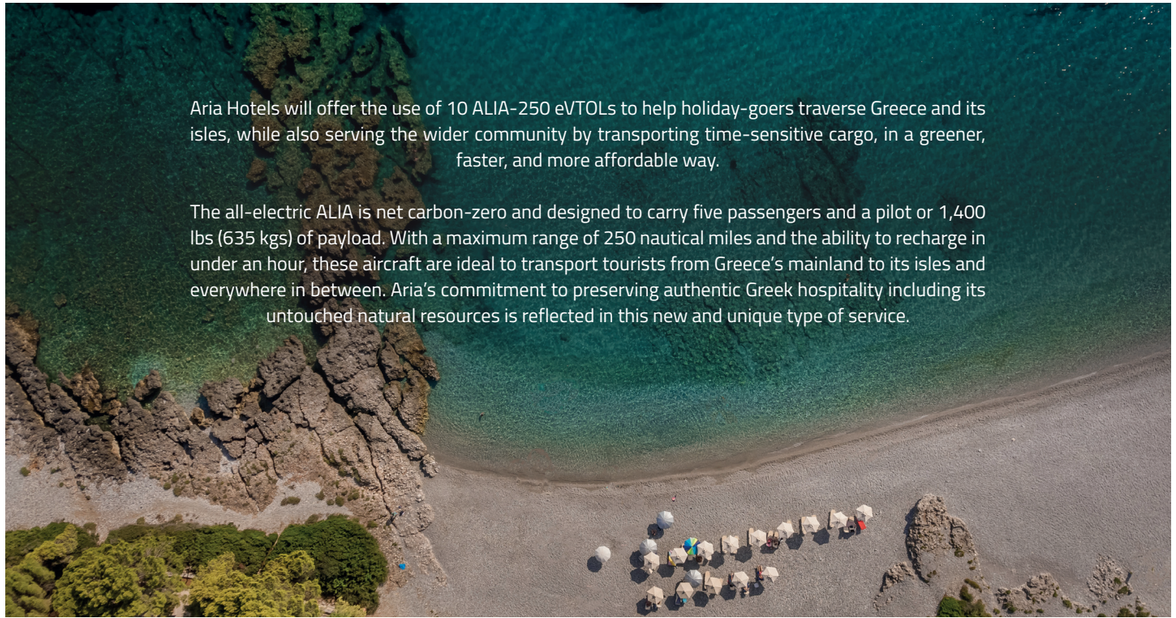
ARIA HOTELS

Fly Me With Aria

eVTOL Project

TABLE OF CONTENTS



Aria Hotels will offer the use of 10 ALIA-250 eVTOLs to help holiday-goers traverse Greece and its isles, while also serving the wider community by transporting time-sensitive cargo, in a greener, faster, and more affordable way.

The all-electric ALIA is net carbon-zero and designed to carry five passengers and a pilot or 1,400 lbs (635 kgs) of payload. With a maximum range of 250 nautical miles and the ability to recharge in under an hour, these aircraft are ideal to transport tourists from Greece's mainland to its isles and everywhere in between. Aria's commitment to preserving authentic Greek hospitality including its untouched natural resources is reflected in this new and unique type of service.

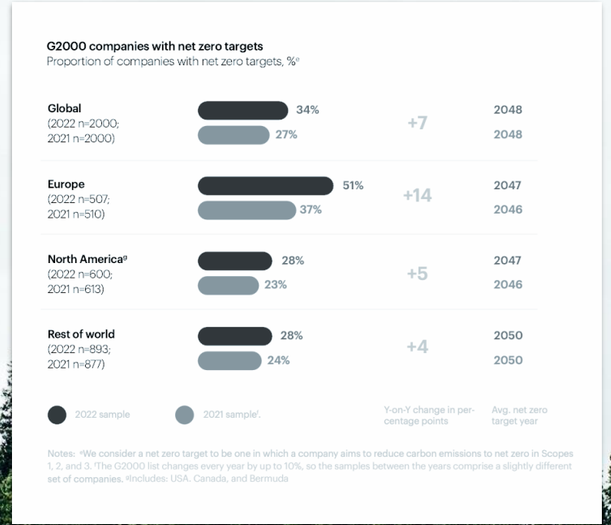
The Tipping Point is Here

90%+ of the global economy is covered by national net zero commitments.

One-third of the 2,000 largest global companies (by revenue) have made net-zero emissions targets.

$130 trillion in private capital is currently committed by the financial sector to achieve net zero targets.

$226 billion has been invested in new worldwide renewable energy in the first six months of 2022, alone (+11% YoY, and the highest ever recorded for an H1.)[1]

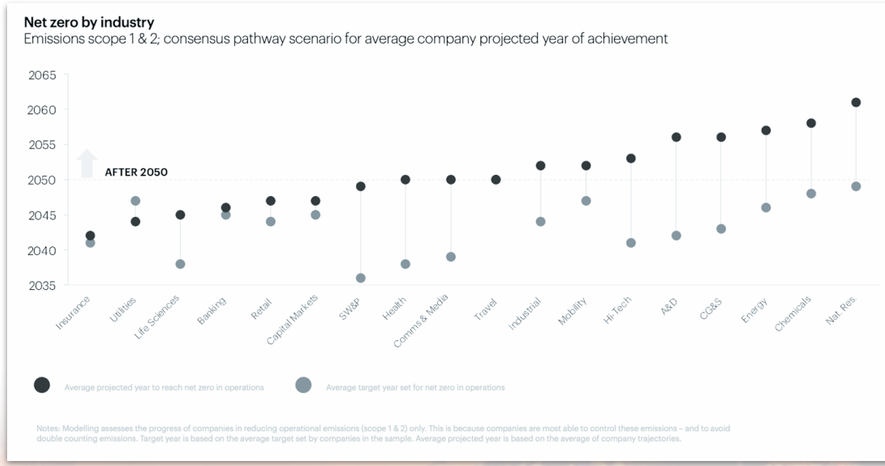


1.Source - Accenture

But Few will Reach Sustainability Goals

93% of companies with net-zero commitments will miss their goals - unless they accelerate their progress and actions.

8% of companies who have made a sustainability commitment will reach net zero by 2050, based on current trends.[1]



1.Source - Accenture

Pragmatic Charging Solutions

Multimodal: EV charging that supports all EVs – aircraft, trucks, cars – not just BETA's ALIA

<1 Hr. Charge: Harmony between the aircraft and charging systems enable safe supercharging

50ft retractable reel: The 50 foot cord provides flexibility in aircraft parking orientation and location to minimize aircraft ground handling.

Mobile App: Powered by a mobile-app that allows for seamless, touch-free access to reliable charging.

Training and Simulation

BETA's training program is built around a curriculum that prioritizes safety and simplicity.

Training as-a-service model: creating a program to train pilots and maintainers on electric aircraft (partnering with CAE)

Custom training tools: Highly realistic, custom simulators developed in-house for aircraft development, pilot training, and stakeholder education

Education: inspiring the next generation of pilots and engineers by exposing them to electric flight

ALIA *250*
eVTOL

Lift+Cruise Design
A simple lift+cruise design is the most direct and least complex path to electric vertical flight

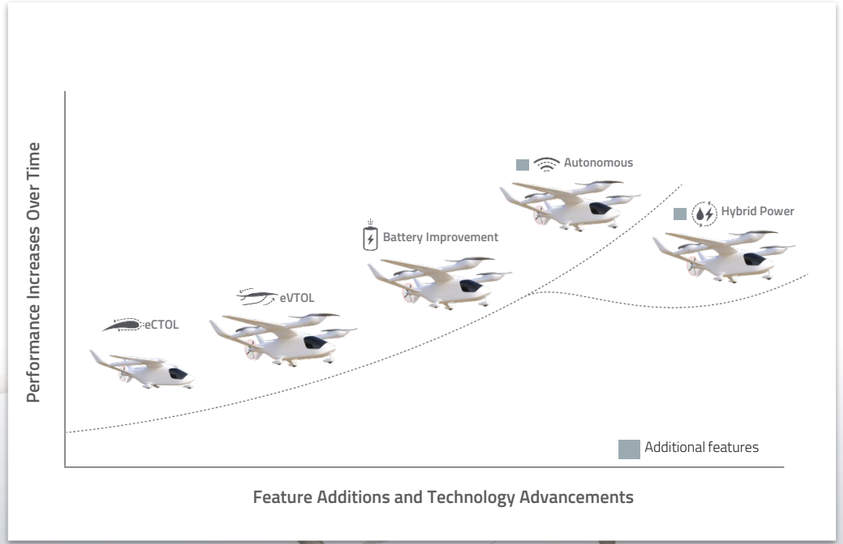
Fixed pitch propellers
Simple propellers reduce reliance on complex moving parts

Distributed electric propulsion
Redundant, power-dense electric motors enable zero emissions VTOL flight

Pusher motor
A reliable pusher motor - the same that powers CX300 – enables efficient CTOL flight in cruise

ALIA as a Platform

Inspired by nature, ALIA is a simple platform that enables a new paradigm of electric flight - and is designed to get better over time.



Meet ALIA

Specifications

7m³ capacity
635 kg payload
6 seats
250 nmi ultimate range
150 knots
Piloted
<1hr charge

Elegant

Alia's design is inspired by nature - the long migrating Arctic Tern

Utilitarian

Best all electric range and payload

Efficient

Alia's lift-over-drag ratio outperforms most aircraft

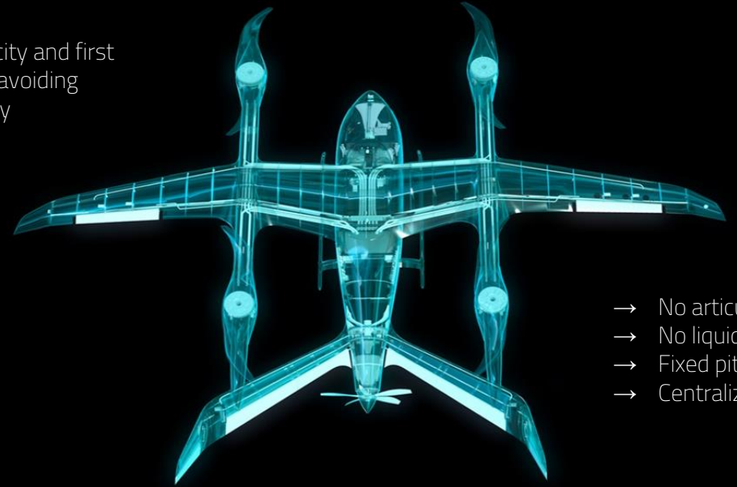
CARGO

PASSENGER

ZERO EMISSIONS

Simple, Safe, Certifiable

BETA prioritizes simplicity and first principles engineering, avoiding unnecessary complexity



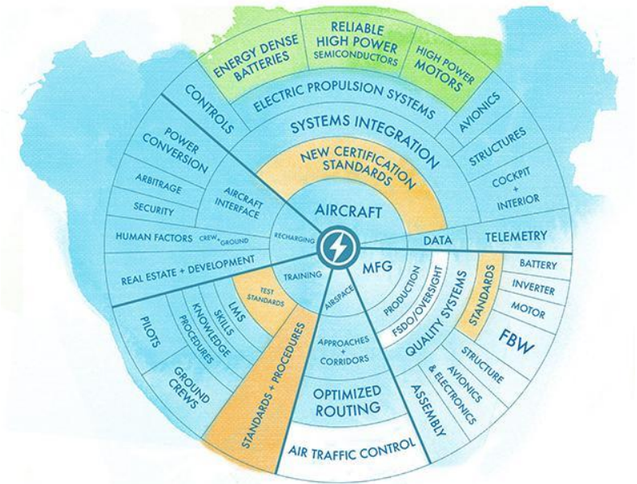
→ No articulation
→ No liquid cooling motors
→ Fixed pitch propellers
→ Centralized batteries

Deep on Enabling Technologies

Vertically integrated electric propulsion system
Designing, developing, and manufacturing proprietary motors, inverters, batteries and controls, simulation software and hardware

Partnerships for existing technologies
Working with leaders in the aerospace supply chain for remaining critical elements of the aircraft

This strategic approach
→Creates licensing possibilities around core IP
→De-risks path to certification and production



BETA's Electric Motors

Safe
Quad redundant systems
Extensive testing (system-level; on-aircraft)
10^9 safety proven on dynamometer testing
20,000 miles flown on-aircraft

Simple
Few moving parts; air-cooling; no gear box
Highly reproducible
Easy and cost-effective to maintain

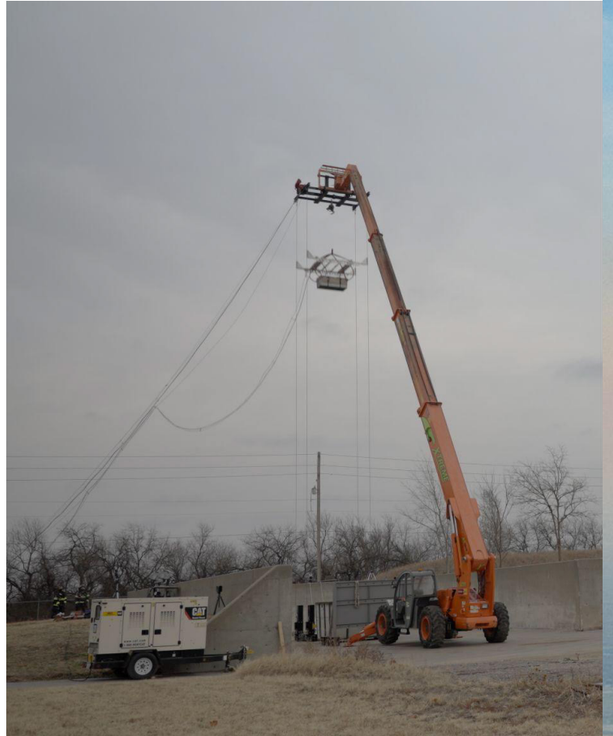
Efficient
95%+ efficiency in cruise
Torque density of 22 Nm/kg

Extensive Safety Testing

→Partnered with NIAR and the FAA to conduct the first-ever 50 ft drop test on a full-scale (800V) battery system

→Successful result; the BETA-designed battery pack showed no significant damage at the cell or pack level, demonstrating completion of intended means of compliance for certification

→Important step toward creating a foundation of battery safety and testing for the industry



Economics of Electric Aviation

Lower Energy Costs: Electricity is ~40X cheaper than JetA (not accounting for the sustainability cost of C0e)

Cheaper Maintenance: Electric maintenance is ~33% of the cost of maintenance for similar feeder aircraft

Fewer Parts: ~70% fewer parts than similar-sized turbine aircraft, based on the current bill of materials

Increasing Rural Access

Electric aviation is a sustainable, cost-effective solution to restructuring our air networks to unlock access for rural and underserved geographies.

- → **70%+** of domestic U.S. travel is routed through just **0.6%** of airports
- → Rural dwellers have **~2x** the travel time to nearest hospital, compared with urbanites
- → **28%** of the US population lives in lower-48 zip codes where cargo companies will assess rural or extended delivery area surcharges.

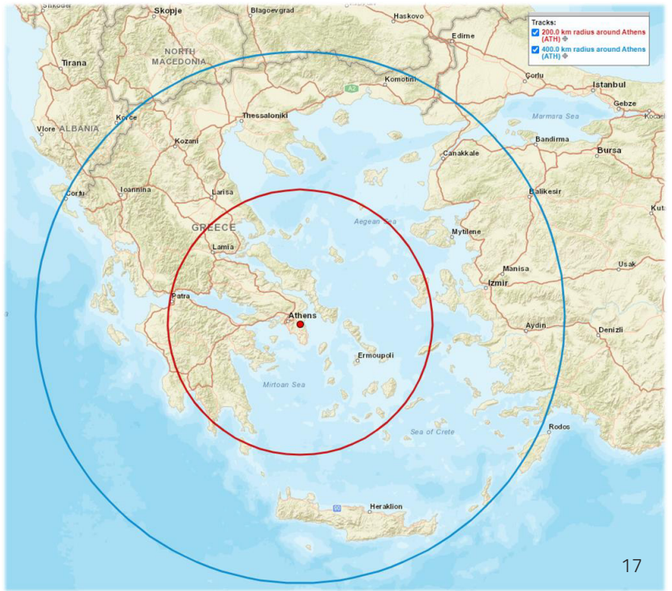
Source: NASA RAM Whitepaper, PEW Research Center, ACS 2019

Broad Access Throughout Greece

→Ability to fly in both VTOL and CTOL configurations

→Expanded access to islands that do not have consistent service today

→Charging network can be designed grid-independent for maximum impact



Fly Me With Aria

eVTOL Project

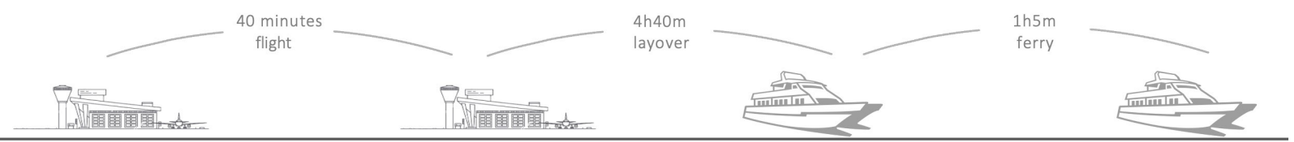
Aria offers guest luxurious, authentic Greek experiences

- Over 60 luxury hotels and villas
  - Athens, Crete, Cyclades, Sporades, Epirus, Evia, Peloponnese, Dodecanese and the Ionian Islands.
- Curated, end-to-end guest experiences

BETA's mission and Aria Hotels' values align

ARIA HOTELS

A guest's current journey from Athens to Kimolos



Guests spend up to 7 hours traveling from Athens to Kimolos

- Does not include time to check in and clear security at ATH
- $200 one-way fare for flights and ferries
- 14 kg CO_2 per passenger one-way (includes flight and ferry)
- Alternative: private helicopter transfer
- Fast, but expensive, noisy, and carbon intensive

Source: Diio MI (airfare, schedule) & ferryhopper.com (ferry schedule and fare data)

Concept: eVTOL transfers to Aria landing facilities

- BETA and Aria build custom eVTOL landing facilities near popular but hard-to-reach destinations
  - E.g., West Mani, Kimolos
- BETA and Aria build simple eVTOL landing pads on-site at select properties
  - E.g., Kipi Suites, Pegassus Private Island
- Shuttle guests to eVTOL sites from existing airports or public vertiports

Example eVTOL landing facility with crew accommodations, BETA HQ - Burlington, VT USA

ALIA offers nonstop, zero emissions service to Kimolos

45 minutes
flight

ATH Airport
Depart 14:15L

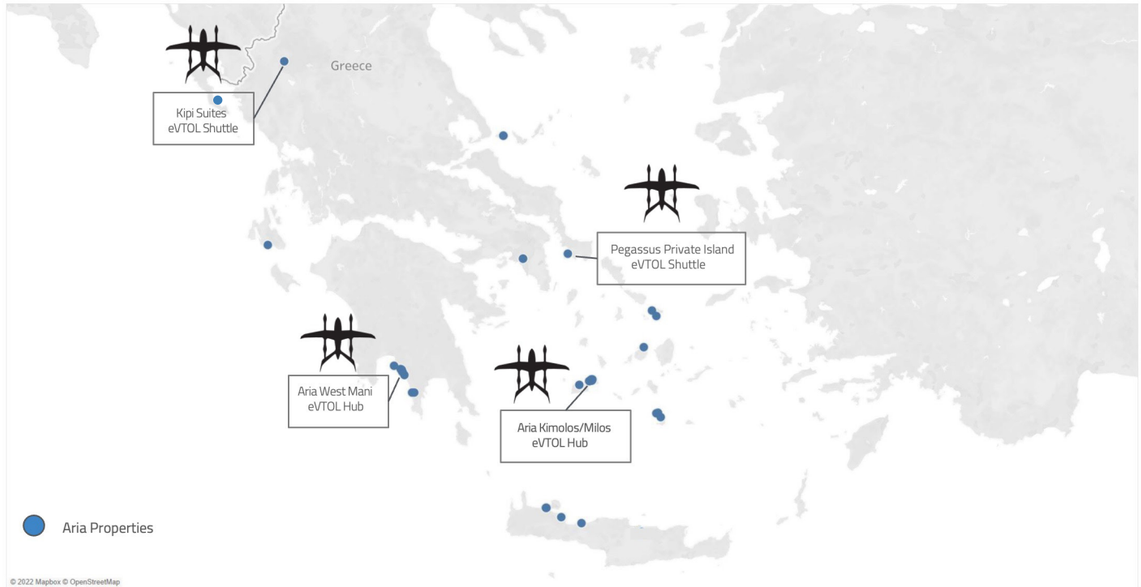
Aria Kimolos
eVTOL Hub
Arrive 15:00L

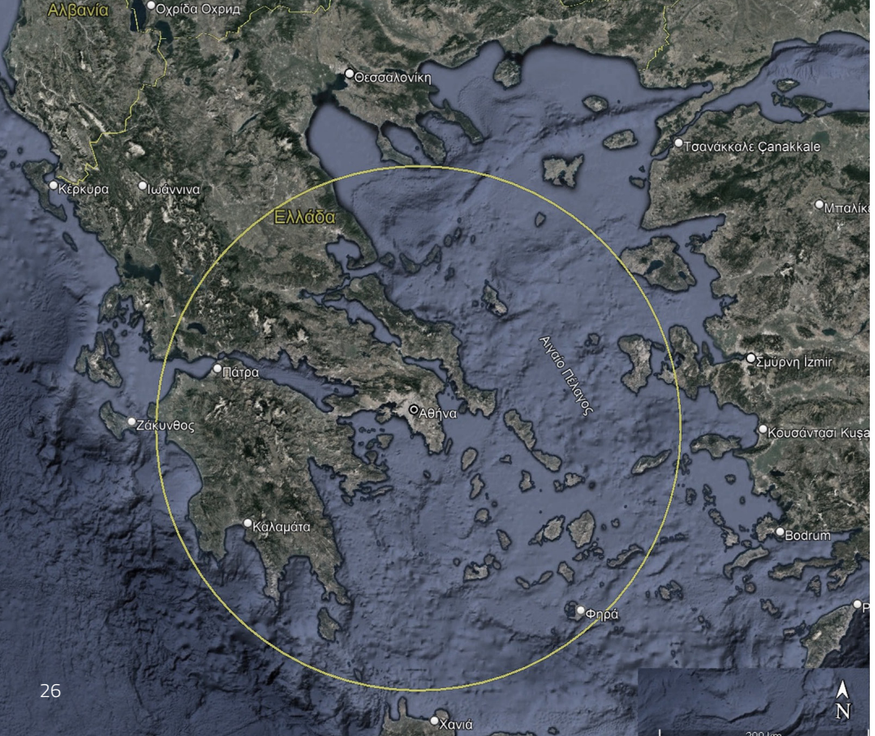
No-hassle, nonstop service to Kimolos saves guests up to six hours

- eCTOL departure from ATH allows easy connections for international passengers
- eVTOL arrival at Aria Kimolos eVTOL hub bypasses regional flights and ferries
- $789 one-way breakeven fare
- A quieter, cleaner, less-expensive option than private helicopters
  - **33-70% lower trip cost** vs. helicopters (AS350 and S-76)
  - **10-100x quieter** than the average helicopter (80dB)
  - **Zero emissions** (-365 kg vs. AS350, -502kg vs. S-76)

Source: Conklin & DeDecker (helicopter costs)

Reach paradise faster with ARIA eVTOL guest transfers





Radius 125NM Athens, Greece

Radius 250NM Athens, Greece

A guest's current journey from Paros to Santorini

Commercial Flight Path

Guests spend 3-5 hours traveling from Paros to Santorini by air (or ferry)

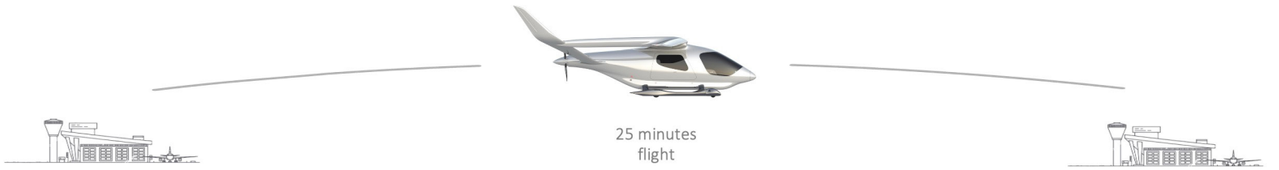
- Does not include time to check in and clear security at ATH
- Guests risk misconnecting at ATH, disrupting their vacation plans
- Ferry trips are time consuming, fuel intensive, and do not match the Aria guest experience
- $150 one-way fare for flights, $80 one-way fare for ferries
- 33kg CO_2 per passenger by flying, 2.6kg CO_2 per passenger by ferry

Source: Diio MI

Concept: eCTOL inter-island Aria guest shuttles

- Today, inter-island travelers from Aria properties must use ferries or fly with a connection at ATH
  - Mykonos, Santorini, Paros, Crete, Skiathos, and Kefalonia
- Aria Hotels can offer guests fast, zero-emissions, inter-island travel using BETA's eCTOL aircraft
- Shuttle guests between islands using existing airports

ALIA offers nonstop, zero emissions island hopping



A private transfer between Paros and Santorini saves guests up to 4 hours

- eCTOL operations require minimal infrastructure expenditures (uses existing airports)
- $395 one-way breakeven fare
- A faster, greener option than flying commercial or taking the ferry
  - 2.5 hours faster than flying commercial, 3.5 hours faster than the ferry
  - **Zero emissions** (-33kg CO_2 per passenger vs. flying, -2.6 kgs per passenger vs. ferry)

Offer inter-island guest shuttles using existing airports

ARIA HOTELS

ATHENS | EVIA | CRETE | CYCLADES | SPORADES | EPIRUS | PELOPONNESE | IONIAN ISLANDS | DODECANESE

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